

WEBINAR SERIES

Cutting-Edge Benefits Solutions with Progyny & Motivity

August 21, 2024



Today's Presenters



Heather Barnes
Senior Vice President, Sales
Progyny



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Co-Founder and Co-Managing Director
Motivity Care

Today's Agenda

Progyny

- Family Building and Women's Health Objectives
- Dynamic Support System
- Driving a Cohesive Care Experience
- Actively Managed Network
- Superior Outcomes
- Not All "Infertility" Coverage is Equal
- Progyny Solutions

Motivity

- Caregivers in the Workforce
- Caregiving – The Crisis
- Caregiving Challenges
- The Unaddressed Financial Loss
- Measuring Costs
- The Complete Hub for Caregivers
- Motivity Care Life Intell Platform
- The Working Caregiver Benefit
- Executive Benefit
- The Motivity Care Advantage

Webinar Forum

All participants are muted.

Please type questions in the side navigation panel and we will try to address most questions during today's session.

Today's presentation will be posted online at prestigepeo.com/webinars



Smarter benefits
for life's
milestones



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Family building & women's health solutions overview for PrestigePEO

August 21, 2024



Family Building and Women's Health Objectives

- **Inclusion and support** for employees' family building journey and women's health needs with the highest client service levels, lowest friction
- Deliver a member-centric, **individualized experience**
- Provide **expert-led care** with a Medical and Rx integrated solution **without dollar cap** model challenges
- Execute a seamless implementation, transition of care and ongoing **high-touch** account management process
- Drive **superior clinical outcomes** resulting in **net savings** and future cost avoidance

82%

of employees said they would be more attracted to an employer that has fertility and family benefits.

74%

would be more likely to return to work after parental leave if their employer offered fertility and family benefits.

73%

feel more loyal to their employer because they offer fertility and family benefits.



One dynamic support system for your workforce's **milestone moments**

Clinically integrated concierge experience to quarterback the full journey

Preconception & Trying-to-Conceive

- Comprehensive planning & decision support for all paths to family
- Tailored digital and concierge engagement
- Specialized navigation
- Early clinical intervention

Fertility & Family Building

- Highly managed network of fertility providers, including reproductive urologists
- Outcomes-focused Smart Cycle benefit design
- Surrogacy and adoption coaching and reimbursement
- Integrated, no-hassle Rx

Pregnancy & Postpartum (add-on)

- Timely, regular outreach and clinical education
- Unlimited inbound access to maternal health experts
- Doula access & reimbursement
- RTW for all paths to family
- Parenting programming, guidance and education

Menopause & Midlife (add-on)

- Specialized network of menopause providers, nationwide
- Virtual prescribing for MHT & non-MHT therapies
- On-demand interdisciplinary lifestyle support and tailored referrals to in-network care

Driving a cohesive care experience

Delivering superior outcomes is in our DNA



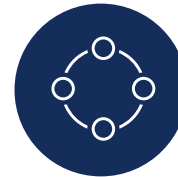
Specialized network of the nation's top fertility and women's health specialists



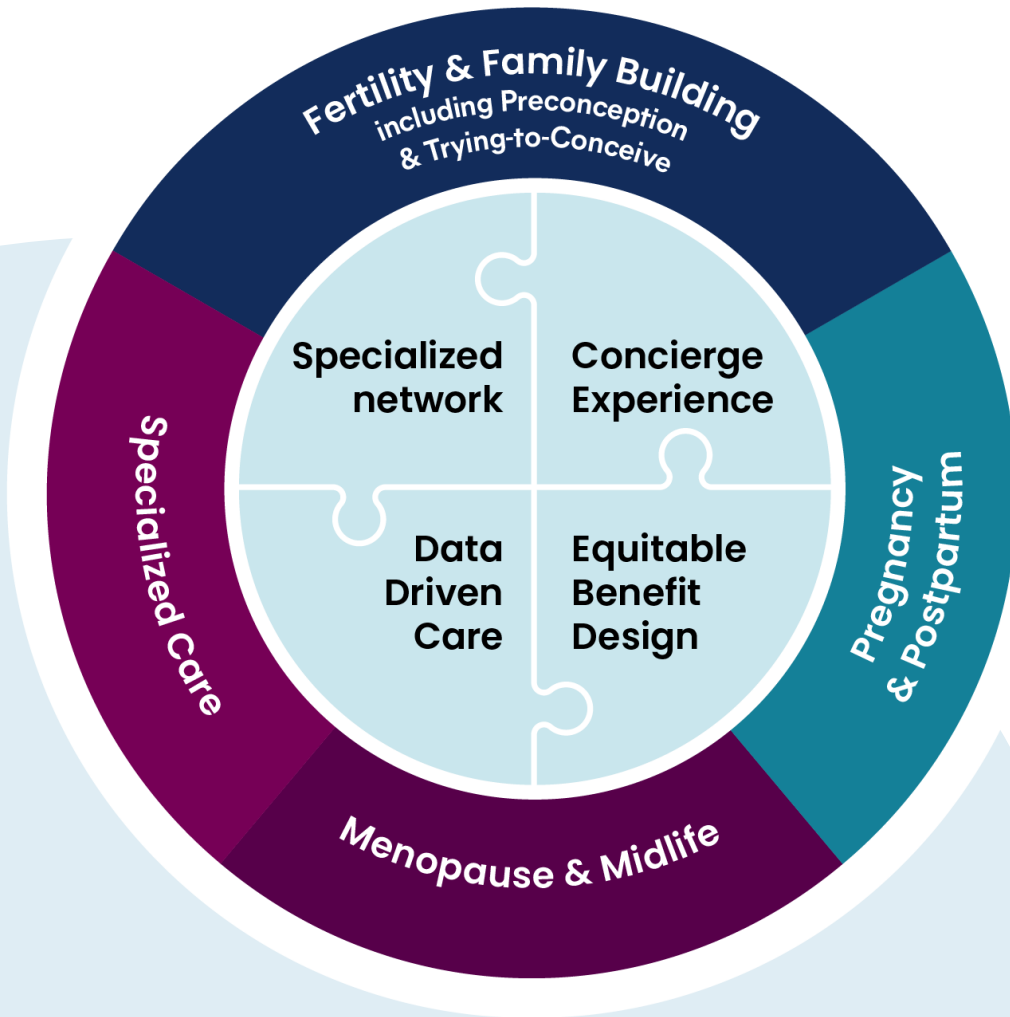
Concierge support 1:1 and matched to members for their entire journey, paired with robust digital experience



Equitable benefit design that enables coverage and access to evidence-based care and Rx, personal to each member



Data-driven care enabling proactive member outreach, client-level reporting with unique visibility on member outcomes



Actively managed network delivers highest quality care, at scale



Premier network of fertility and women's health specialists

including reproductive endocrinologists, reproductive urologists, embryology labs, menopause specialists and women's primary care

1,000+ leading reproductive specialists

50-state access to menopause specialists appts within one week

Only solution with a curated network of top Reproductive Urologists

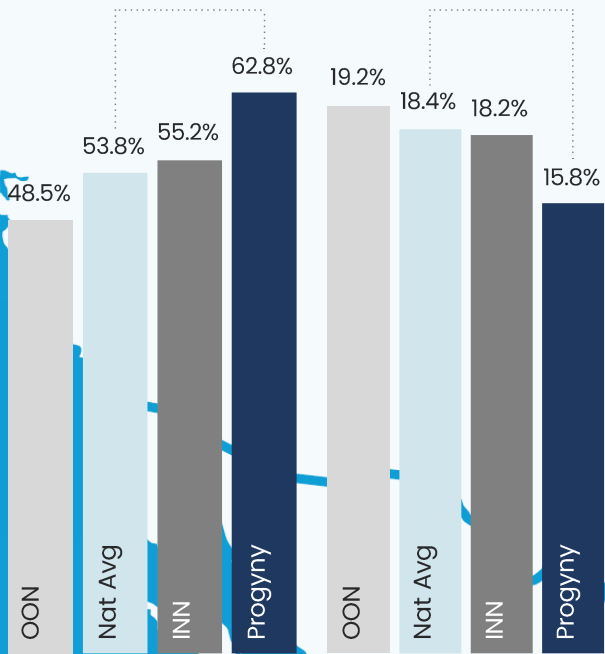
- **Progyny credentials every provider in network** to ensure members see highest quality providers
- **Rigorous oversight and monitoring** with proprietary scorecards to ensure best-practice care
- **Direct integration with every provider** enables proactive intervention, client-specific outcomes
- **Removes financial and logistical barriers** with preferred scheduling, streamlined billing and EOBs
- **Delivers cost control and transparency;** Progyny negotiates discounted bundled case rates with each clinic

Superior outcomes delivering healthier pregnancies and babies

Actual outcomes
Independently verified

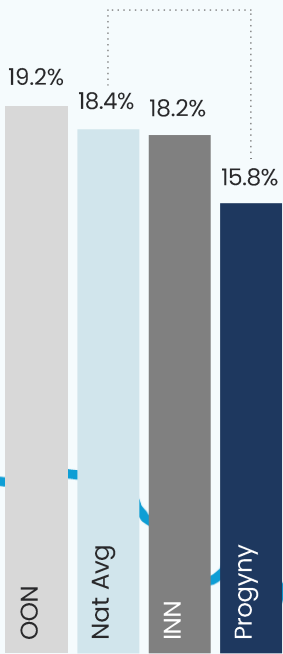
More healthy pregnancies

17% higher pregnancy rate per IVF transfer¹



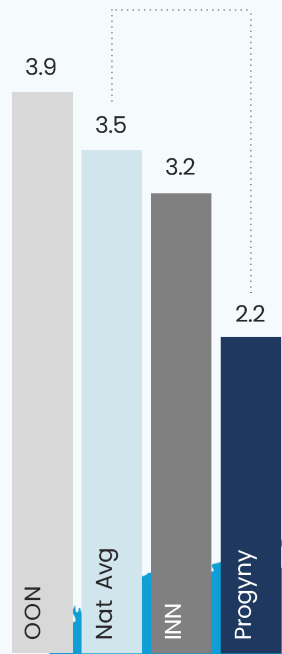
Less treatments to live birth

14% lower miscarriage rate¹



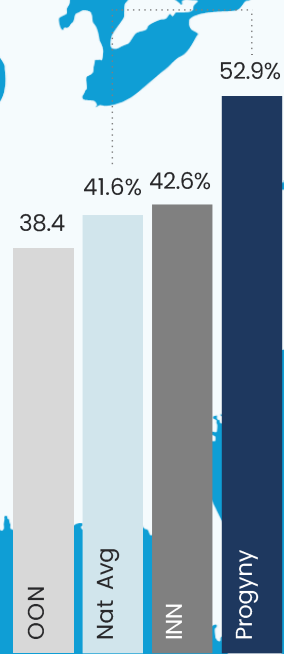
More healthy babies

36% fewer retrievals per live birth²

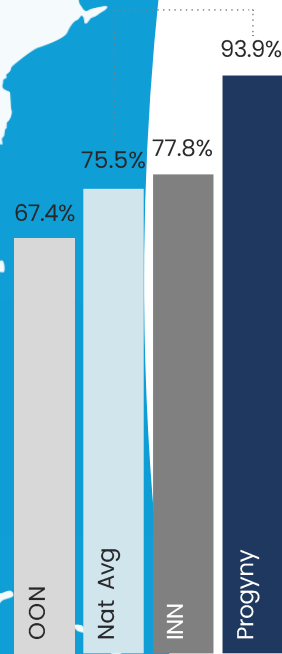


Fewer high-risk pregnancies and NICU visits

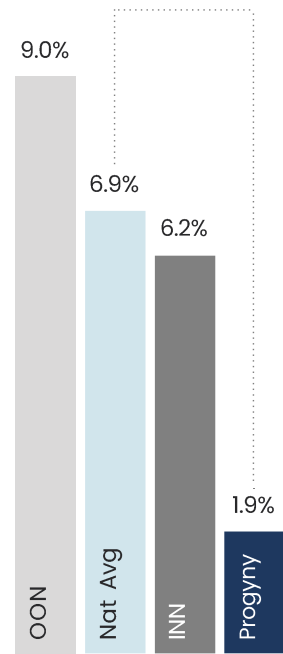
27% higher live birth rate²



24% higher single embryo transfer rate¹



72% lower IVF multiples rate²



Only benefits provider reporting verified outcomes for every member

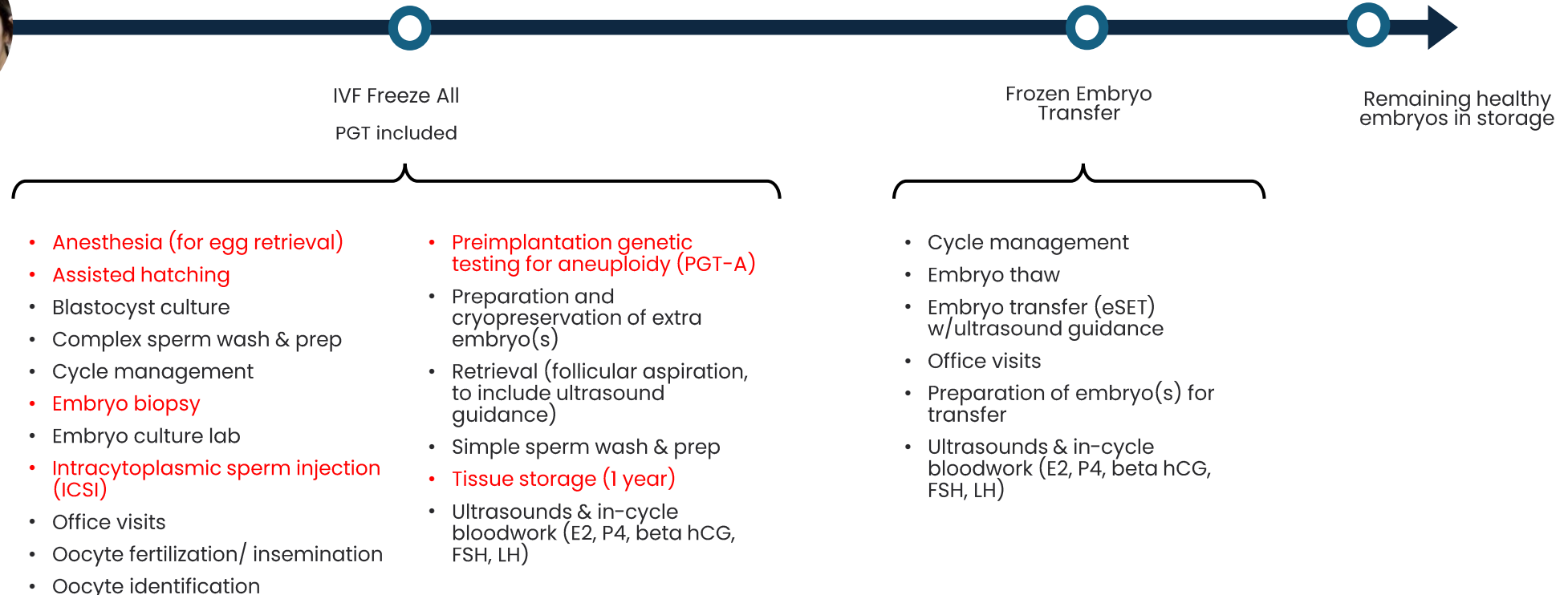
Superior outcomes drives cost avoidance for clients and reduces physical, emotional and financial toll on members

Note: Progyny represents Progyny in-network provider clinic averages for Progyny members based on the 12-month period ended December 31, 2022. For each Progyny outcome presented, the p-value when compared to the national average is <0.0001. | 1. Calculated based on the Society for Assisted Reproductive Technology, or SART, 2020 National Summary Report, finalized in 2023. | 2. Calculated based on CDC, 2021 National Summary and Clinic Data Sets, published in 2023. | <https://progyny.com/wp-content/uploads/2022/07/Milliman-Report-Evaluation-of-Progynys-Methodology-Used-in-their-Fertility-Outcomes-Study.pdf>

■ Out of network clinic average ■ National Average ■ In-network clinic average for all patients (includes non Progyny patients at clinic) ■ Only Progyny Patients

Not all “infertility” coverage is equal

Example: NYS mandated coverages have fertility definition requirement



*Red font indicates services that are rarely included in traditional carrier benefits

Support
trying-to-
conceive

Adoption
&
surrogacy

Male
infertility

Inclusive
family
building

Pregnancy
&
Postpartum

Women's
health
conditions

Midlife &
menopause



Only with Progyny...

- Proactive intervention and knowledge
- Premier network access for specific needs
- Cohesive, culturally-sensitive experiences
- More members realizing dreams of family
- Healthier pregnancies and babies
- Being seen for their unique constellation of symptoms and health needs

...improving clinical outcomes, effective cost management, navigation, DE&I, retention and productivity in every workforce



Motivity Care

Empowering Employees to Balance Career and Caregiving

Caregivers in the Workforce

The tipping point call.



Caregiving – The Crisis

We are having to choose between work and caring for those we love.

What happens when someone must take over caregiving management for a spouse, a parent, or an adult loved one? It's complicated:

Suddenly they need to be “experts” in financial care plans, living options, medical options, legal considerations, Medicare, family dynamics, LTC insurance, food options, transportation, security issues, in-home aide providers, skilled nursing facilities, support for pets, downsizing, end of life challenges, being a guardian or executor... and manage their career.

Many are leaving their jobs, having a financial impact on themselves and the company



On average, a working caregiver will spend 24 hours every week on caregiving management. AARP

Caregivers in the Workforce

Most of us will be caregivers or someone will care for us.

**Employees Caring for Aging Adults:
Anywhere from 25% to 30%+ of your
workforce. Those numbers are growing.**

US Bureau of Labor Statistics

**50% of working caregivers to adults are
between the ages of 18 and 49.**

AARP



Caregiving Challenges

Employees Caring for Aging Adults Increase Turnover Costs and Have Higher Health Claims.

- Receive warnings about performance and attendance
- Turn down promotions
- Quit or are fired

New York Times 2023



The Unaddressed Financial Loss

Working caregivers managing the care of ageing adults

**\$25B+ In Lost
Productivity
+
Burnout/Turnover
Costs
+
Recruiting/Training
Costs**



\$50 Billion+
Cost to U.S. Employers
-Gallup

Measuring Costs

Financial loss per employee



General Employee

Annual salary: \$65K

Lost productivity: 15 hours a week aging care administration during work

Cost to the company: \$24K a year for just one employee

Senior Executive

Annual salary: \$250K

Lost productivity: 15 hours a week aging care administration during work

Cost to the company: \$94K a year for just one executive

The Complete Hub for Caregivers



Increasing productivity by reducing the hours spent on caregiving.

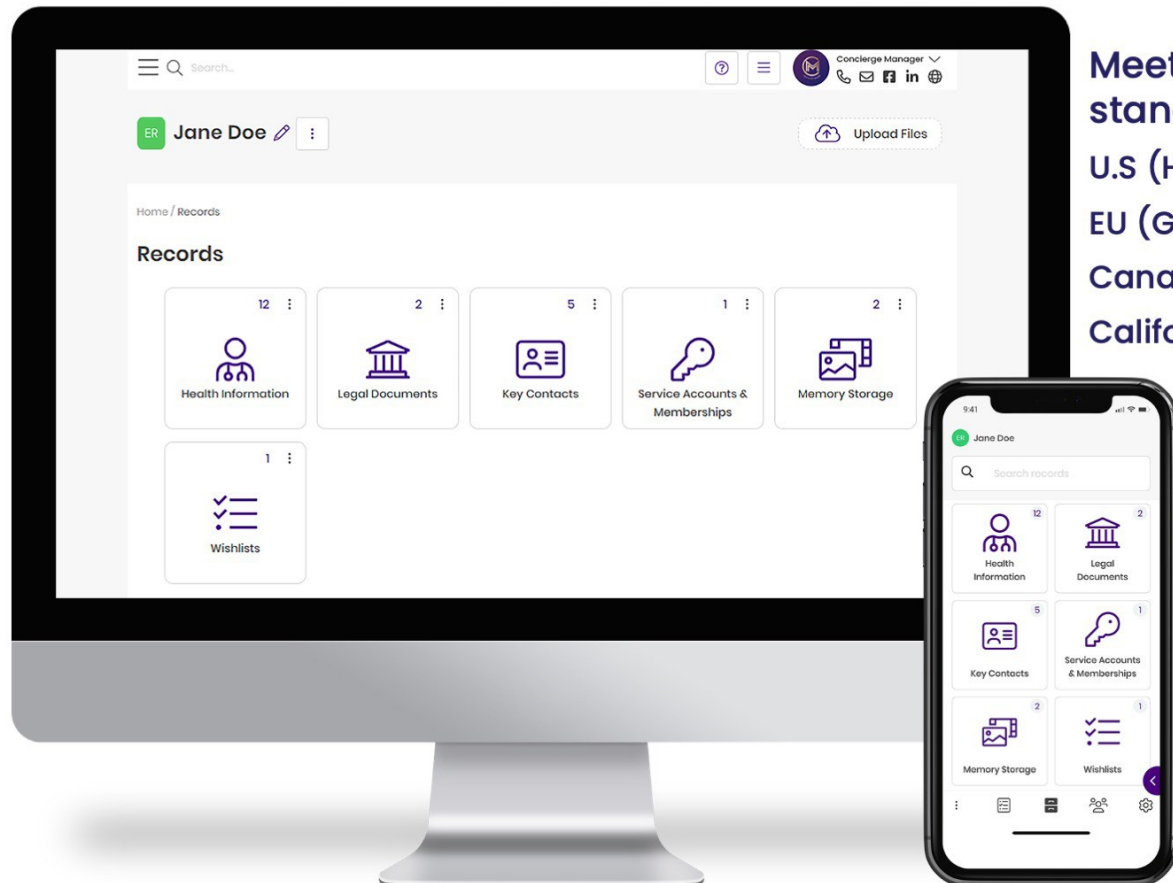
Professional, experienced support.

Access to more than 180 vetted resource partners nationally.

Motivity Care Life Intel Platform

Secure technology to
make caregiving easier

Global access, bank level security, Soc 2 Level 2 certification



Meets security
standards for:
U.S (HIPAA)
EU (GDPR)
Canada (PIPEDA)
California (CCPA)

**Everything In
One Secure Place**

Access 24/7/365

Spanish and English

Better Communication

Motivty Care: The Working Caregiver Benefit

- Reduce costs, including health claims
- Integrates easily with your total rewards program
- Enhances other benefits like EAP, 401(k) and dependent care
- Improves employee retention costs
- Reduces recruitment costs
- Increases employee loyalty and productivity
- Executive Benefit

**Enterprise Paid
Or
Payroll Deductible Voluntary Benefit**

**Two Tier offering:
Senior Executive
General Employee**



Affordable for every level of employee in your workforce.

Customized pricing available to meet your needs and budget.

Motivity Care Executive Benefit

Retaining Key Talent



Motivity Care provides support for key employees and their families (wives, partners, family members) that allows them to focus on their work responsibilities while knowing their loved ones are cared for.

Reduce the hours of caregiving management for executives and their loved ones

Work with their EA or PA or family member

60 Hours of Concierge Services

Dedicated Concierge Manager

Helps keep key talent in the workforce

The Motivity Care Advantage

- Initial onboarding for you your loved ones and your care partners.
- Ongoing access to monthly training/question and answer sessions.
- Webinars to help you be better prepared.
- Free initial call for any caregiving crisis or caregiving/aging need.
- Free initial 30-minute review for a financial care plan for yourself or your loved one.



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an Educational Webinar Series

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May 23rd 12:00pm EST	Protect Your Financial Assets Against Future Care Costs	Jonathan Miller Principal Longevity Income Solutions
Jun. 20th 12:00pm EST	Planning with Purpose: Wills & Trusts – Knowing What is Right for You	David A. Cutner Attorney Lamson & Cutner, P.C.
Jul. 18th 12:00pm EST	Embracing the Journey: Overcome Caregiving Challenges Through Coaching	Wendy Taddeucci Life Coach Her Aging Parents, Her Thriving Business
Aug. 22nd 12:00pm EST	Financial Wellness: Strategies for Women with Caregiving Responsibilities	Dr. Barbara J. Provost Founder Purse Strings, LLC.
Sept. 19th 12:00pm EST	Demystifying Medicare & Medicaid: Understanding Coverage	Julia L. Santo Attorney Lamson & Cutner, P.C.

The Motivity Care Advantage

We Are Proactive

Medical, Legal, Financial, Personal

Ongoing Planning *and* Crisis Support

Secure Collaboration for Care Partners

One Hub and Affordable

VS

Reactive

Only Medical and Legal

Crisis Based Only

Only Individual Access

Fragmented Resources and Costly

Motivity Care provided honest and practical assistance on all aspects of Mom's care. Having Motivity Care by our side to help us put care and safety measures in place was exactly what we needed.

— *Business Owner Client*

It is a pleasure to work with the team at Motivity Care. A provider that you helped me find is starting a service for my mother today. You have saved me time and angst!

— *Senior Executive Client*

Motivity Care

The caregiving benefit that saves money, time and provides the peace of mind we all need.





Thank You!

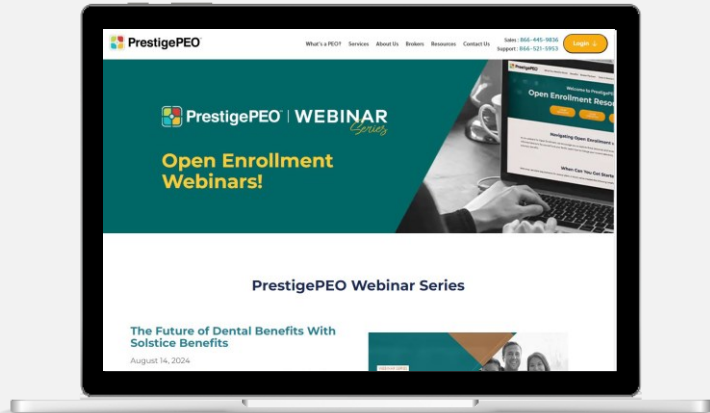
**Contact us to learn more about how Motivity Care
can support you and your clients.**

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PrestigePEO



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PrestigePEO™

Human Resources, Employee Benefits, and Payroll Simplified

You started your business because you had a great idea. We started our business to handle the rest.